

MARYLAND
ENVIRONMENTAL
SERVICE

**Public Safety, Transportation and
Environment Subcommittee**

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January 27, 2004



Who We Are

- The Service's mission is to assist in the preservation, improvement and management of Maryland's air, land and water resources.
- The agency does not have regulatory authority and is a self-funded, not-for-profit public corporation.
- We work with governmental and private sector clients on a fee-for-service basis to provide environmental services.
- The agency also encourages private sector business growth through the use of subcontractors.

What We Do

An environmental services provider that is involved in:

- Water and wastewater treatment, distribution and collection.
- Solid waste management.
- Composting and organic products marketing.
- Recycling and marketing of recovered materials.
- Dredged material management and recycling.
- Hazardous materials cleanup, disposal and management.
- Engineering and inspection services.

Notable Numbers

- 576 employees
- 390 projects in Maryland, Virginia and West Virginia.
- Gross revenues of \$91 million in FY03
- Involved in projects ranging from \$1,000 to more than \$5 million.

FY'04 Priorities

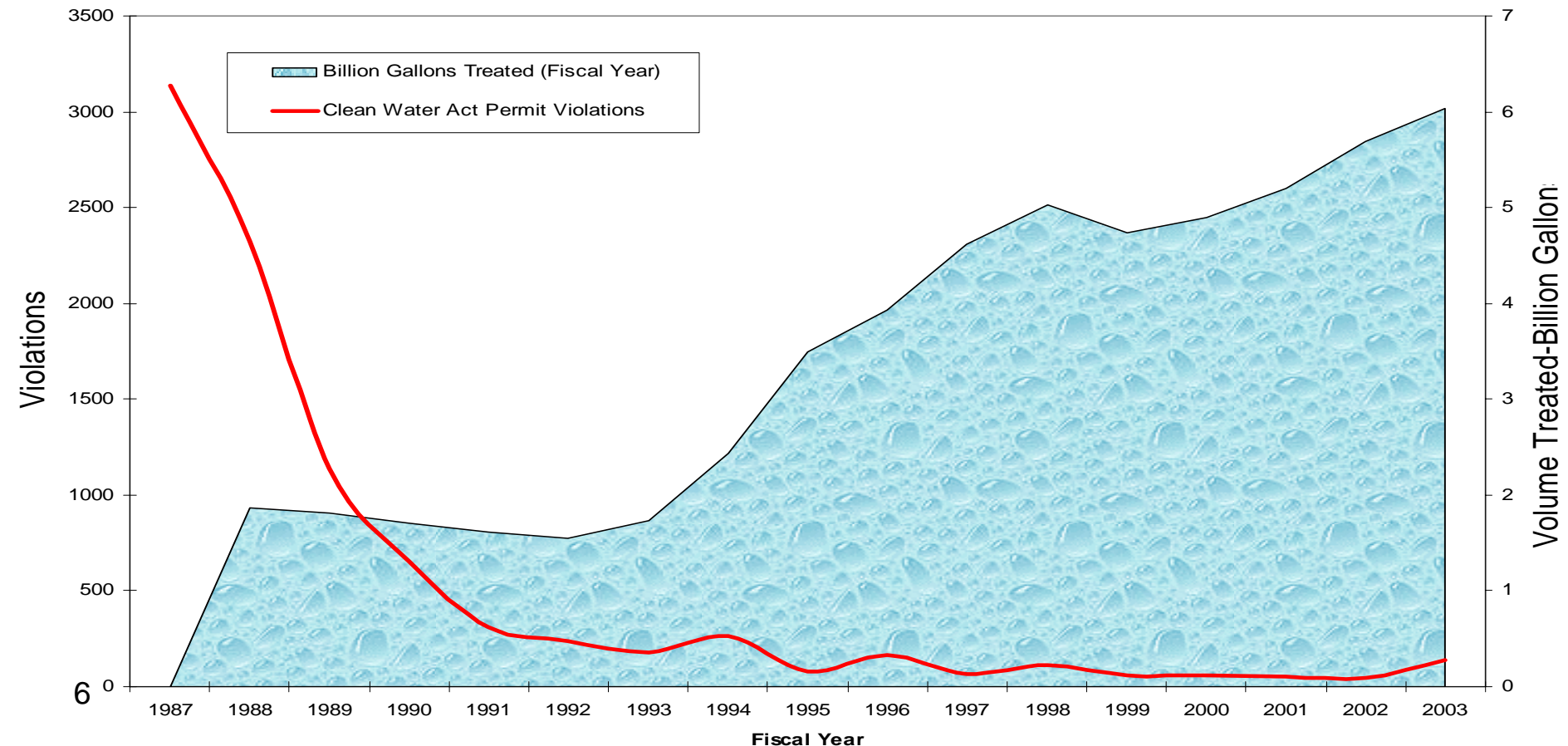
- **Customer Satisfaction**
- **Cost Containment and Spending Reductions**
- **Safety**
- **Improving the Environment**

These priorities are regularly communicated to our employees through the B.E.S.T. (Building Excellence and Success Together) incentive program.

Improving the Environment

The Service is dedicated to significantly improving environmental performance at the wastewater treatment facilities it operates.

Clean Water Act Violations v. Volume Treated



Improving the Environment

We are working to obtain funding and establish at least three new fishing reefs in the Chesapeake Bay by the end of this fiscal year.



Called reef balls, the manmade reef structures pictured here are used to begin the re-establishment of natural reefs.

Improving the Environment

Benefits of fertileGRO:

- Excellent performance from an all natural fertilizer.
- Helps build organics in soil.
- Safe to use around children and pets.
- Won't burn your lawn.
- Help “save the bay” by using fertileGRO.



fertileGRO Marketing:

- The market has been challenging to enter.
- Goal to sell 50,000 bags this fiscal year.
- Partnership with Perdue.

Improving the Environment

Marketing plan to boost fertileGRO sales is focused on key markets including:

- Lawn and Garden Retail Centers.
- Landscapers
- Governmental agencies
 - Universities
 - Parks and Recreation
 - Forestry
 - Roads divisions
- Professional plant growers



Improving the Environment

Tire recycling facility:

- Strategic planning for the facility lasted three years
- Total cost was \$6 million
- The Service borrowed \$4.68 million
- Facility has the capability to process approximately 2 million tires a year.
- Creates a variety of recycled products.
 - Re-manufacturing feedstock
 - TreadSpread
 - Athletic fields



Improving the Environment

Tire recycling facility:

- Has struggled during its first year.
- Reorganized to operate as stand-alone business.
 - Production tied to actual sales projections.
 - More focused marketing effort.
- New product lines receiving good reviews.
- Target profitability by year end.



Other Challenges

- The Service is unique. It is both a state agency and public corporation.
- Because of our unique status, we are able to take risks to improve the environmental health of Maryland by creating enterprise businesses like the tire and organics bagging facilities.
- Managing risk must be a focus of our present and future activities.



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